

FOCUS .. PARTNERSHIP = SHARED SUCCESS

Program Enrollment Form

Program Period: May 2, 1994 through October 28, 1994

Customer Name: Wakefern Food Corporation

Ship-to Account Number: 4257690

Plan Participation: (Check) ☒ Plan A ☐ Plan B

Participant Signature

Title

Date

IMPORTANT - READ BEFORE SIGNING

By signing above, Customer agrees:

- to participate in the R. J. Reynolds Focus Program for the current Program Period with a Base share-of-market, and beginning cigarette inventory as set forth below and to accept and abide by all Program requirements, including the Program Rules and Procedures;
- that information it provides to RJR pursuant to the FOCUS Program will be accurate, correct and complete and that cigarette sales reported will be bona fide sales;
- that RJR may in its discretion audit its books and records relating to information submitted pursuant to the FOCUS Program and/or conduct a physical count of its cigarette inventory and Customer will provide reasonable access to RJR for such purposes; and
- that providing false or incorrect information to RJR can cause Customer to be disqualified from participation in the FOCUS Program during the current and future Program Periods.

• **RJR Base SOM:** 2 2 . 8 %

Account Inventory (Cartons) 4/29/94 **(Inventory supporting documentation must be by UPC for all brands and manufacturers)**
Date

RJR: 8,799 **Full Price Brands**

RJR: 3,138 **Savings Brands**

Total RJR: 11,937

PM: 29,324

B&W: 4,284

Lor: 4,745

ATC: 4,874

Lig: 2,776

Other:

Total: 46,003

R. J. Reynolds Tobacco Company

Senior Chain Account Manager
Title

Date

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